

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

PerryFuld Design & Manufacturing

Arizona Manufacturing Extension Partnership

Perryfuld Design & Manufacturing Begins Its Lean Journey

Client Profile:

PerryFuld Design & Manufacturing produces custom furniture and window coverings for the high-end residential market. With 25 employees, PerryFuld manufactures one-of-a-kind chairs and tables out of wood and steel, with special features such as inlays, glassware, and artistic designs. PerryFuld has served clients throughout the southwest for over 15 years from its Tucson, Arizona facility.

Situation:

PerryFuld Design & Manufacturing (PerryFuld) faced heated competition from increasingly high-quality craft artisans in Mexico. In its search for an improved cost structure and delivery schedule that would distinguish it from its Mexican competitors, the company contacted the Arizona Manufacturing Extension Partnership (Arizona MEP), a NIST MEP network affiliate, for assistance. PerryFuld learned about Arizona MEP after its CEO attended a "Lean 101: Principles of Lean Manufacturing with Time Wise Simulation" workshop offered by the organization.

Solution:

Arizona MEP's Lean 101 workshop so intrigued PerryFuld's CEO that he immediately sent two managers to an "Introduction to Lean Manufacturing" workshop, also hosted by Arizona MEP, featuring case study companies that had begun to implement lean techniques.

As a result of its exposure to lean manufacturing concepts, PerryFuld has decided to undergo a lean enterprise diagnostic analysis to identify and measure the specific opportunities for improving its manufacturing operations. Based on this analysis, the company expects to implement lean techniques throughout the plant. This implementation will reduce its costs significantly, and reduce its lead time so that it can be more responsive to customer needs and sustain its market position in the face of competition from Mexico.

Results:

Trained three key employees in the concepts of lean manufacturing.
Made the decision to begin lean implementation project at the plant.
Laid groundwork to gain competitive edge over Mexican companies.

Testimonial:

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"At first I was very skeptical about how lean manufacturing would apply in our custom job-shop environment, but the Arizona Manufacturing Extension Partnership's Lean 101 training showed me that most of the lean manufacturing principles would indeed apply to our plant and improve our costs and responsiveness to our customers. We expect to gain a significant competitive advantage from implementing lean techniques."

Phil Perry, President & CEO